INSIGHT
INVESTMENT ADVISERS

DUE DILIGENCE PROCESS
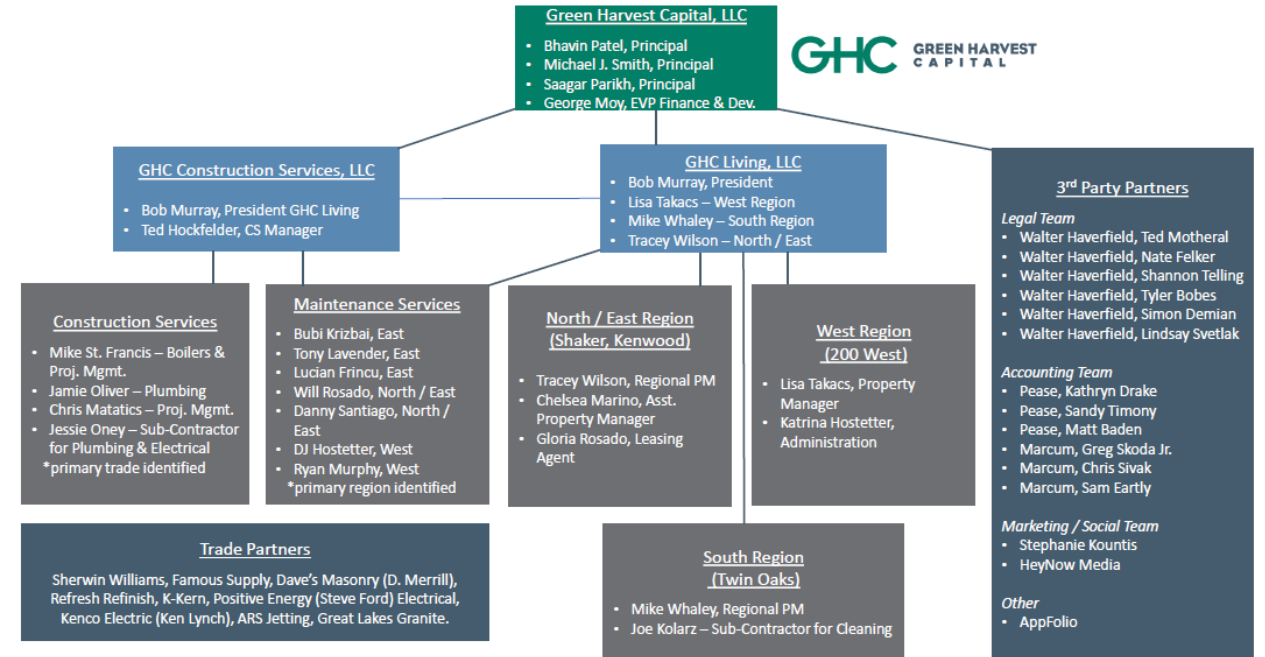
Insight Investment Advisers

DUE DILIGENCE

- Sponsor Level

- Deal Level

- Market Level

- Asset classes

Pictures from on-site due diligence in Detroit manufacturing to multifamily conversion.

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SPONSOR LEVEL

- Review of sponsor business and business plan

- Sponsor leadership background checks

- Sponsor prior performance history

Green Harvest Capital (GHC) organizational chart

DEAL LEVEL

- Review offering documents

- Review third-party reports

- Financial projections

- Exit IRR projections

- Investment structure

  - Sponsor fees

  - Verify DST structure compliance

DD Template

Documents	Received	Approved	Comments
PPM	x		
Appraisal	x		
Financial Projections	x		
Rent Roll	x		
Insurance	x		
Environmental Phase I	x		
Zoning / Flood Zone	x		
Property Condition Assessment (PCA)	x		

Deal Structure Details

	Received		
Review Tax Opinion	x		
Sponsor Own the Deal	x		
Review Offering Memorandum	x		
Does Master Tenant have Econ	x		

Analytics

	Received		
Appraised value vs purchase price	x		
Rent roll vs Year 1 projection	x		
Revenue growth	x		
Expense growth	x		
Debt coverage	x		
IRR projection	x		
Compare proforma vs 3rd party	x		
Market demographics	x		
Market absorption			
Market rent trends	x		
Deal structure (upside to investors)	x		
Deal fees (acquisition, mgmt, dispositio	x		
Tenant / Operator Analysis	x		

List of due diligence items and analysis

ADISA Checks

	Meets Guidlines	Approved	Comments
Single Class of ownership	x		
Investment trust	x		
Fixed/Participating Rent	x		
Sale of property	x		
Spnsor as Lender	x		
Section 721	x		
Bridge Financing	x		
Tax Opinions	x		

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MARKET LEVEL

- Review of appraisal

- Demographics analysis

- Supply / demand analysis

- Review of comparable properties

Sample of appraisal market review

ASSET CLASSES

- Review of asset class research reports
- Interviews with local real estate leaders
- Networking with national real estate syndicators
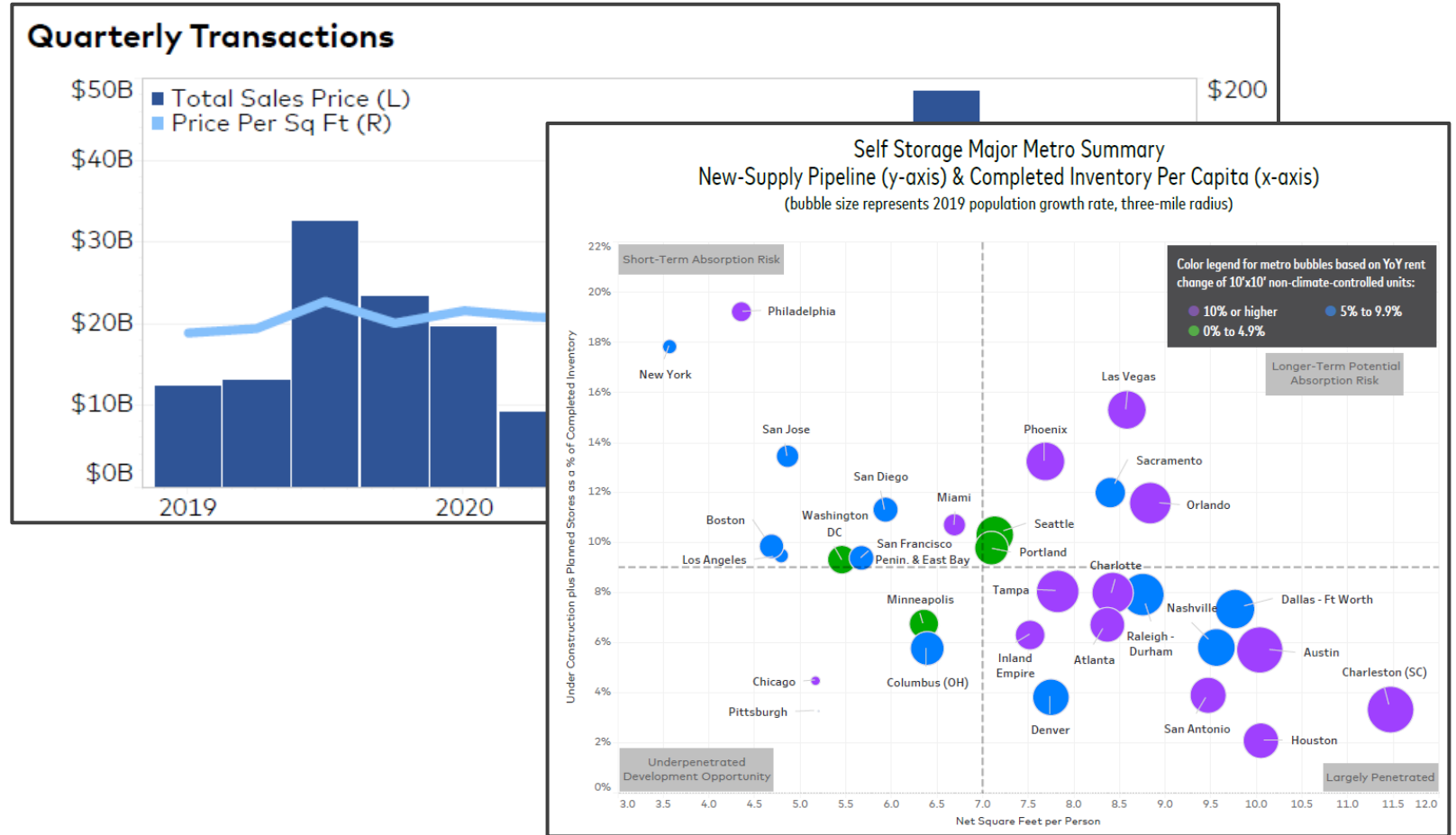
Example asset class analysis